

**THE FEDERAL GOVERNMENT & THE MILITARY SPEND  
\$10+ BILLION ANNUALLY ON ENERGY MANAGEMENT PRODUCTS & SERVICES**

**\$10+ BILLION ANNUALLY**



**LEARN**

*How to Sell to the  
Federal Government*

**The 7<sup>th</sup> Annual**

**ENERGY EFFICIENCY  
WORKSHOP AND  
EXPOSITION**

**August 8-11, 2004 (Show Dates: 8/8-10)**

Riverside Convention Center  
Rochester, NY



***"The Solutions Network"***

**SPONSOR**

Federal Energy Management Program  
U.S. Department of Energy

**CO-SPONSOR**

U.S. Department of Defense  
U.S. General Services Administration

**[www.energy2004.ee.doe.gov](http://www.energy2004.ee.doe.gov)  
[www.eren.doe.gov/femp](http://www.eren.doe.gov/femp)**

## FOCUS ON THE MARKET

**E**nergy 2004 is an **exclusive Federal Government sponsored** annual educational forum. Federal Government and Military Energy Managers plus private sector energy officials learn about technological advances offered by manufacturers, suppliers and service providers in the lucrative Energy Efficiency, Water Conservation and Renewable Technology Industries. In response to Presidential Executive Order #13123, all Federal agencies and the U.S. Post Office have a goal to reduce energy consumption by 35% not later than 2010.

**Suppliers will meet (and sell to) 1,000+ energy professionals who are key decision-makers/end users with purchasing authority for the products/services listed below.**

Valuable training is offered to exhibitors on "How to Sell to the Federal Government" (Dept of Energy, Dept of Defense, General Services Administration).

### WHO SHOULD EXHIBIT?

You will reach a receptive audience if you manufacture, represent, distribute or sell products/services in the following categories:

#### Energy Management & Controls / HVAC

Air Conditioning, Air Compressors, Air Filtration Systems, Air Curtains, Absorption & Engine Driven Chillers, Appliances (Commercial/Residential), Boilers & Burners, Building Controls, CFC Alternatives, Chillers, Combustion Controls, Construction Products, Cooling Towers, Desiccant Cooling Systems, Electrical Equipment, Energy Management Software Programs & Equipment (Commercial/Residential), Fire & Security Systems, Geothermal Heat Pumps, Heat Exchangers, Heating, Heat Recovery Equipment, Industrial Process Controls, Insulation Products, Lighting (lamps/fixtures, ballasts, reflectors, controls, motion detectors, infrared sensors, dimmers, switching systems, retrofit services, disposal services, maintenance), Metering Devices, Natural Gas Cooling Systems, Sensors & Survey/Testing Equipment, Motors & Drives, Office Technologies, Power Generation, Refrigeration, Roof Cooling Systems, Space Conditioning, Steam Traps, Temperature Controls, Thermal Storage & Ice Harvesting Systems, Transducers/Combustion Controls, Variable Air Volume Controls, Ventilation (Blowers & Fans)

#### Water Conservation

Building Uses (showers, faucets, valves & toilets), Industrial & Process, Landscaping & Irrigation

#### Renewables

Biomass Systems, Geothermal, Photovoltaic Systems, Generated Power, Waste to Energy Systems, Solar Thermal, Wind

#### Transportation Technologies

Transportation Firms, Vehicles

#### Natural Gas Supply, Services, Technologies

Natural Gas Producers, Distributors, Pipeline Companies, Infrared Systems, Brokers, Marketers, Information Services, Consultants, Absorption Chillers, Desiccant Cooling, Engine-Driven Chillers, Compressors

#### Energy & Engineering Services / Power Marketing / Finance

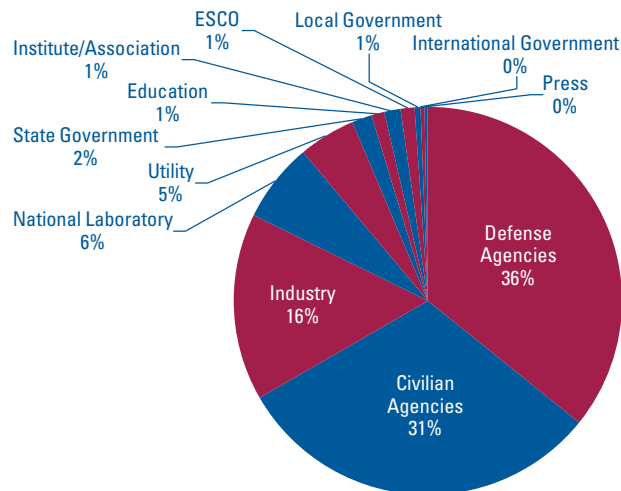
Utilities (Electric, Natural Gas, Water), Power Marketers/Brokers, Architectural & Engineering Firms, Construction Management Firms, Energy Auditing Services, Performance Contractors, Alternative Financing Services, Energy Service Providers

#### Awareness, Information & Training

Federal Funded Research Centers, Professional Associations, Publishers, Training Organizations

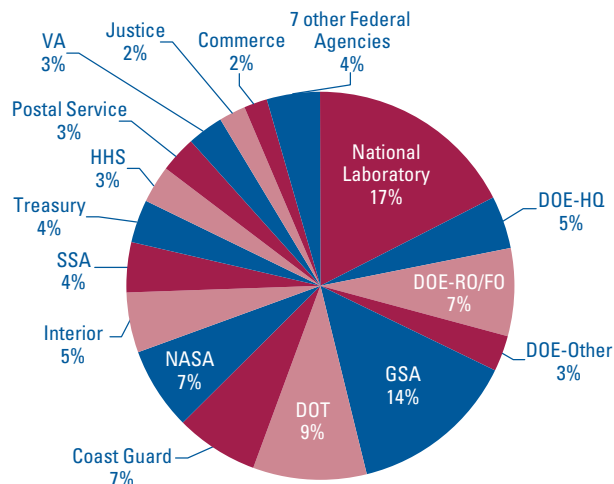
### Workshop Attendance

Workshop Registration (805 people)\*



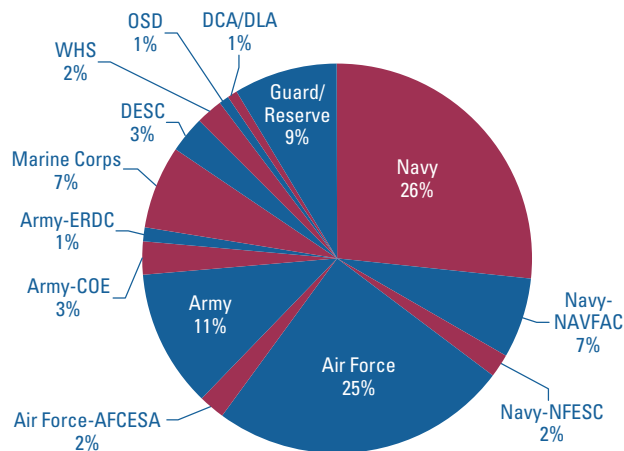
### Attendance by Civilian Agencies

Registration by Civilian Agency (299 people)



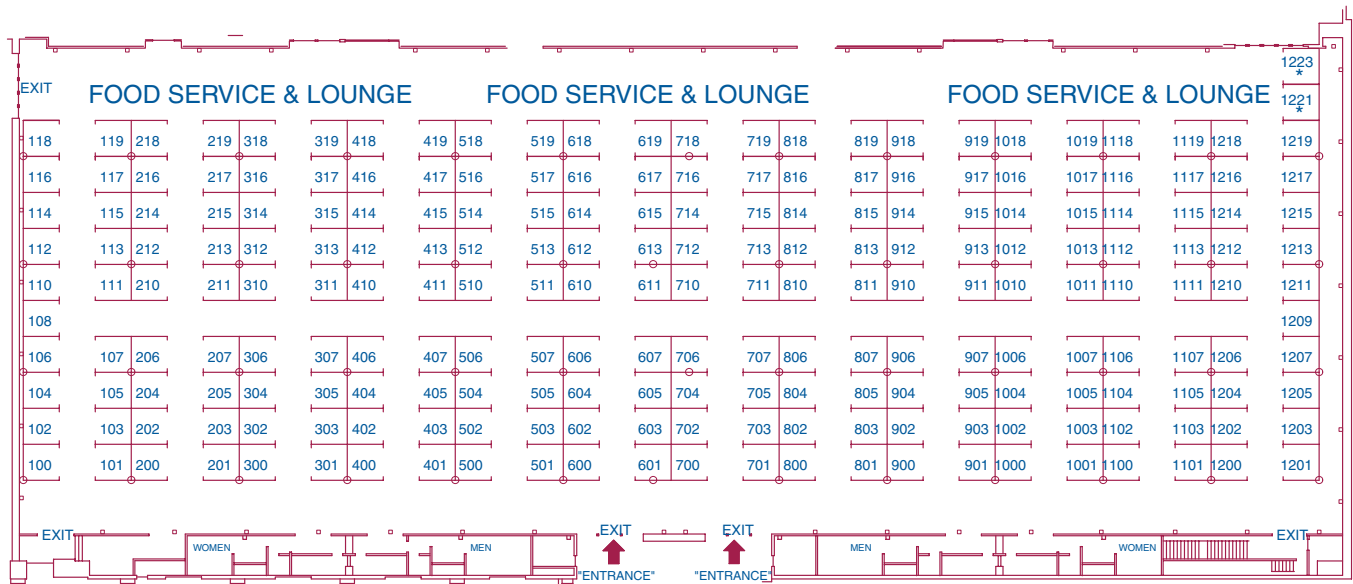
### Attendance by Defense Agencies

Registration by Defense Agency (289 people)



\*TOTAL ATTENDANCE at ENERGY 2003: 1,424 (Includes exhibits only invitees/visitors, exhibitor personnel and Workshop speakers)

# Exhibit Floor Plan—Riverside Convention Center



Tentative exhibit floor plan—subject to fire marshal approval. Island created on demand. Ceiling height: 45'  
\*\* Last in, first out

## EXHIBIT FEES

Advance Discount Closes 12/19/2003 \$2000/Corner Booth \$2150  
After 12/19/2003 \$2100/Corner Booth \$2250

## Included with Exhibit Rental Fee

- ◆ TWO full Workshop registrations per booth
- ◆ Pre & Post Workshop list of registrants
- ◆ Free training for exhibitors on "How to Do Business with the Federal Government"
- ◆ Listing and/or link exchange at workshop website
- ◆ Product description in exhibitor directory
- ◆ Earn valuable space preference priority points
- ◆ Optional lead retrieval system
- ◆ 8' draped backwall, 3' draped side railing, ID sign, aisle carpeting, perimeter security
- ◆ FREE exhibit hall passes/Workshop brochures for customers/prospects

## EXHIBIT SCHEDULE

<b>INSTALLATION</b>	Sat 8/7	8am–5pm	
	Sun 8/8	9am–1pm	
<b>FREE TRAINING FOR EXHIBITORS AND STAFF</b>	Sun 8/8	2pm–4pm	How to do Business with the Federal Government (Dept of Energy, Dept of Defense, General Services Administration)
<b>EXPO HOURS</b>	Over 50% of Exhibit Hours are Exclusive (No Sessions) All Food Functions in the Exhibit Hall are Hosted		
	Sun 8/8	5pm–8pm	(Reception)
	Mon 8/9	10am–6pm	(Refreshments: 10–10:30am and 3–3:30pm; Lunch: 12–2pm; Reception: 5–6pm)
	Tues 8/10	7:30am–3:30pm	(Breakfast: 7:30–8am; Refreshments: 10–10:30am and 3–3:30pm; Lunch: 12–2pm)
<b>DISMANTLE</b>	Tues 8/10	3:30pm–10pm	

## Sponsorships / Furnishings / Shipping / Lodging

**SPONSORSHIPS:** Ken Sheinkopf • Florida Solar Energy Center • 321/638-1014 • fax 321/638-1010 • sheinkopf@fsec.ucf.edu

**DECORATOR:** Brede Exposition Services • 407/851-0261 • fax 407/859-3904 • brede@bredeallied.com

**LODGING:** Clarion Riverside Hotel • 888/569-6400, 585/546-6400 • www.clarionriversidehotel.com • Crowne Plaza Hotel and Resort • 585/546-3450, www.rochestercrowne.com • Hyatt Regency Rochester • 585/546-1234 • www.rochester.hyatt.com • Ask for Energy 2004 room block



## A PARTIAL LISTING OF **CURRENT/PRIOR EXHIBITORS\***

- 1E
- 1<sup>st</sup> Source Lighting
- A&K Engineering Conservation Inc
- Advanced Energy Solutions LLC
- Advantek Consulting Inc
- Affordable Housing Finance
- Air Daily
- Air Force Civil Engineer Support Agency
- Air Strata Marketing
- Alerton Inc
- Alexander and Edwards Publishing
- Alliant - Cogenex
- Allied Energy Systems
- Allied Window Inc
- Ameresco
- American Honda Motor Co Inc
- APC - American Power Conversion
- Applied Water Technologies Inc
- Armstrong Service Inc
- Automated Energy Inc
- Automated Logic Corp
- B.I.G. Man
- Baldor Electric Co
- Bayview Technology Group
- Bekaert Specialty Films
- Bostonia Federal Leasing
- Building Green Inc
- Burns & McDonnell
- CH Guernsey and Co
- California Home Energy Efficiency Rating Systems
- Callabresi Combustion Systems Inc
- Calmac Mfg Corp
- Capstone Turbine Corp
- Carmanah Technologies Inc
- Catalyst Power
- Central Boiler Inc
- CH2M Hill
- Chevron Energy Solutions
- Clearwater Inc
- CMS Viron Energy Services
- Co-Energy Group
- Comfort Systems USA
- Comverge Technologies
- Con Edison Solutions
- Concrete Systems Inc
- Constellation Energy Source
- Controlled Energy Corp
- Copper Development Association
- Energy User News
- Enlink Geoenergy Services Inc
- Envenergy
- Environmental Building News
- ESRI
- EV Global Motors Co
- Exelon Services Federal Group
- Falcon Waterfree Technologies
- Fantech Inc
- Farnsworth Group
- Federal Energy Management Program-US Dept of Energy
- Federal Laboratory Consortium / Mid-Continental Region
- FEMP's Buying Efficient Products Program
- Fiberstars Inc
- First Security Leasing Inc
- Ford Motor Co
- Fordy's Chilling Filter Co
- Fuel Cell Energy Inc
- Gas Technology Institute (GTI)
- Gas Utility and Pipeline Industries
- GDK International Inc / Uridan
- General Services Administration, Federal Supply Service
- General Services Administration, Energy Center
- Geothermal Heat Pump Consortium
- Global Electric Motorcars LLC
- Goettl Air Conditioning Inc
- Good Steward Software LLC
- Graybar Electric Co Inc
- Greening America
- GSA, General Products Acquisition Center
- GSA, Federal Supply Service
- Guaranteed Systems Inc
- H2O Applied Technology
- Harding ESE, A Mactact Co
- Heat Pipe Technology
- Heat Transfer Products Inc
- HEC Energy and Design Services
- Holophone
- Honeywell International
- Howard Industries Inc
- Ingersoll Rand Energy Systems
- Institute of Ironworking Industry
- Internet Energy Systems
- Intirion / Micro Fridge
- Itron
- Jessup Manufacturing Co.
- Johnson Controls Inc
- KMC Controls
- Kreiss Johnson Technologies Inc.
- Laing Thermotech
- Lawrence Berkeley National Laboratory
- Leviton Mfg Co
- Lifesource Water Systems Inc
- Lifespring Resources inc
- Lightolier Igen
- Lightstat Inc
- Ludeca Inc
- Lutron Electronics
- Mactec Inc
- Magna Drive Corp
- McConnell Energy Solutions
- Measuring and Monitoring Services
- Metal Construction Association
- Metaloptics
- Midpoint International
- Modu-Built Industries Inc
- Mooncell USA
- Morgan Stanley
- MSC Specialty Films Inc / Bekaert Specialty Films
- Multistack LLC
- National Energy Technology Lab (NETL)
- National Fenestration Rating Council
- National Lighting
- National Renewable Energy Laboratory
- Natural Lighting Co Inc
- Networks Enterprises Inc
- Noren Products
- Noresco
- Northern Power Systems
- Oak Ridge National Laboratory
- Obvius
- Onity / Sennercom
- Optimum Applied Systems Inc
- Pacific NW National Laboratory
- Panasonic Ventilation and Lighting
- Patterson Fan Co Inc
- Pentagon Energy Office
- Philips Lighting Co
- Piping Technology Products Inc
- Platts Research and Consulting
- Power Efficiency Corp
- Power Measurement
- Powergy, Div of Alco Engineering
- Powerlight Corp
- PQ Testing and Rentals Inc
- Prairielands Energy Marketing Inc
- Proation Systems
- Procure Net / Strategic Procurement Services
- PROE Power Systems
- Profile Systems LLC
- Progress Energy Solutions
- RF MacDonald Co
- Radiant Optics Inc
- Realenergy Inc
- Regency Technologies Inc
- Reliant Energy Solutions
- RKI Instruments Inc
- Roofmart International Inc
- RTP Company
- RWE Schott Solar
- Safe Passage Systems Corp
- Sandia National Laboratories
- Schott Applied Power
- Science Applications International Corp
- Seifert and Associates / Bernd Trentowski-Intermarketing
- Select Energy Services Inc
- Sempra Energy Solutions
- SEPCO - Solar Electric Power Co
- Siemens Building Technologies
- Silicon Energy
- Sioux Steel Co / Bob Smith Sales
- Solar Outdoor Lighting Inc
- Solar Turbines Inc
- Solar Unlimited Inc
- Southern California Edison
- Southern Company Energy Solutions
- Southwest PV Systems Inc
- Speakman Company / Speakman CRS
- Spirax Sarco Inc
- Square D Company
- Staefa Control Systems
- Stingray Lighting Inc
- Strategic Energy
- Strategic Resource Solutions
- Superior Mfg Div / Magnatech Corp
- Systems Corp
- TAC Americas
- Take Note Co Inc
- Tankless Water Heaters Inc
- TBC Confuels
- TCP (Technical Consumer Products)
- Teco Energy Services
- Teng and Associates / Teng Solutions
- Tetra Tech EM Inc
- The Ark Enterprises
- The Steel Grip Inc
- The Trane Co
- Thermo Technologies
- Thermo-Lite Inc
- Tiger Natural Gas Inc
- Total Building Solutions
- Toyota Motor Sales
- Triatek Inc
- Tricoil - Sensible Equipment Co
- Tridium Inc
- Trigen Development Corp
- Trison Construction Inc
- Tristram Inc
- Trox USA
- Turbocor
- US Dept of Energy / Building Technology / OWIP
- US Dept of Energy / Buying Energy Efficient Products Program
- US Dept of Energy / Clean Cities Program
- US Dept of Energy / EERE
- US Dept of Energy / Energy Smart
- US Dept of Energy / FEMP
- US Dept of Energy / Office of Advance Automotive Tech
- US Dept of Energy / Office of Industrial Technologies
- US Dept of Energy / Office of Power Technologies
- US EPA / Energy Star Program
- US General Service Administration
- US General Service Administration / Energy Center of Expertise
- United Financial of Illinois Inc
- United Soybean Board
- Universal Lighting Technologies
- Utilisave LLC
- Verdiem (EZ Conserve)
- Veris Industries LLC / Square D
- WW Grainger
- Wago
- Warner Technologies Inc
- Water Furnace International Inc
- Water Management Inc
- Waterless Co LLC
- Way2Glo Inc
- Westinghouse Light Management Systems
- Westinghouse Lighting Corp
- Windpower Monthly News Magazine
- World Energy Solutions Inc
- Xenergy Inc
- York International Inc

**\* Many firms have occupied multiple booths at every Energy Workshop . . .**

## **ENERGY 2004 SHOW MANAGEMENT**

**c/o EXHIBIT PROMOTIONS PLUS, INC.**

11620 Vixens Path, Ellicott City, MD 21042-1539 • 410/997-0763 • 301/596-3028 • fax 410/997-0764

energy@epponline.com • www.energy2004.ee.doe.gov • www.eren.doe.gov/femp

**500,000+ Federal Buildings at 8,000 sites = \$10B Energy Market!**

2004 ENERGY